

MCSB APPROVED 2/19/08, EX. # 12-C-1

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Application	Florida Business Technology	AI Tel Networking	Presidio Networked Solutions	Communication Concepts
Elementary School (1 Each)	58,449.15	56477	No Bid	No Bid
Middle Schools (3 Each)	218,293.95	242580	No Bid	No Bid
High Schools (2 Each)	285,287.26	267320	No Bid	No Bid
Instructional Cente (1 Each)	204,344.61	191405	No Bid	No Bid
Secondary Sites (1 Each)	35,957.74	38355	No Bid	No Bid
Total Cost	\$802,332.71	\$796,137.00		

MCSB 5003-0-2008JC Score and Ranking																	
Vendor/Proposed Solution		All tel Networking 3 Com NBX and VCX				Florida Business Technologies 3Com NBX Only				Presidio Networked Solution Statement of no Response				Communication Concepts Statement of no Response			
Evaluation Criteria	Possible Points	LP	CH	AG	AVR.	LP	CH	AG	AVR.	LP	CH	AG	AVR.	LP	CH	AG	AVR.
Extent to which proposer successfully addresses the requirements listed in sections 1.0, General Information, 2.0 Scope of Service/Hardware Requirements, and 9.0, Information to be included in the Submitted proposal plus any additional service provided, and availability of proposer's personnel to support the districts project.	30	28	25	25	26	15	15	15	15	0	0	0	0	0	0	0	0
Experiences and positive references of proposer with a similar system.	20	15	15	15	15	10	10	10	10	0	0	0	0	0	0	0	0
Financial Strength and stability of the organization. Vendor must document their financial capabilities.	20	20	20	20	20	20	20	20	20	0	0	0	0	0	0	0	0
Delivered and installed unit prices.	30	30	28	26	28	12	20	15	15.667	0	0	0	0	0	0	0	0
	Individual Score	93	88	86	89	57	65	60	60.667	0	0	0	0	0	0	0	0
	Ranking	1st				2nd				NA				NA			

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Vendor/Proposed Solution		All Tel Networking(Palm City, FL) 3 Com NBX and VCX	Florida Business Tech(Orlando, FL) 3 Com NBX Only	Presidio Networked Solutions(Palm Beach Gardens, FL)	Communication Concepts(Sunrise, FL)
Evaluation Criteria	Possible Points	Average Points	Average Points	Average Points	Average Points
Extent to which proposer successfully addresses the requirements listed in sections 1.0, General Information, 2.0 Scope of Service/Hardware Requirements, and 9.0, Information to be included in the Submitted proposal plus any additional service provided, and availability of proposer's personnel to support the districts project.	30	26	15	NA	NA
Experiences and positive references of proposer with a similar system.	20	15	10	NA	NA
Financial Strength and stability of the organization. Vendor must document their financial capabilities.	20	20	20	NA	NA
Delivered and installed unit prices.	30	28	15.667	NA	NA
Individual Score		89	60.667	NA	NA
Ranking		1st	2nd	NA	NA

Background: This RFP was released on January 10, 2008. Vendor participation was solicited through Demandstar. In addition to this posting on Demandstar, all 14 authorized Florida State Contract 3 Com resellers were notified via email of this opportunity and added as plan holders. There were 1162 total vendors solicited. We received 2 proposals and 2 "No Response" forms. Both "No Response" forms indicated that the vendors did not provide the requested service or the equivalent.

Selection Process: The selection committee consisted of Lucas Parker, Chris Hall, and Art Gagliardo. The committee conducted a comprehensive review of all proposals and individually rated each proposal using the above criteria. The scores were totaled and then averaged. The total average scores were then used to rank each proposal. A recommendation to award the highest ranking proposal will be submitted to the School Board for approval.

AWARD RECOMMENDATION: Staff Recommends award to the highest ranked responsive and responsible bidder, **All Tel Networking**.